

L. M. VAUGHAN

Phone, Madison 6735

J. W. WILLIAMS

# VAUGHAN & WILLIAMS

## Real Estate In All Its Branches

### 500 Per Cent. Increase in Business Within the Past Year! Service the Secret!

There is no middle ground in business to-day---you must "get in, or get out!" To "get in," especially in the Real Estate field, you must give "service"---and service means experience, sound judgment, common sense, energy---tireless energy---and a "square deal" always!

Such have been the forces that enabled us to build up a tremendous real estate business within the short period of a little more than two years.

From unpretentious beginnings at No. 1110 E. Main Street, we have, day by day, forged straight to our present proportions, and in our modern and spacious offices at 10th and Bank Streets---"the lucky corner"---we have every facility, every aid, every bit of information at our finger's ends for serving buyers, sellers and renters. "500 per cent. increase in less than one year!" that's it.

### Salesmen of First Ability

We have as associates Mr. Thos. H. Fox and Mr. Geo. M. Cease, who together with the members of the firm, form a strong corps of competent and energetic salesmen---men who have proved their ability by actual results performed. In short, they are experts in their line, men who handle a real estate proposition with ease and rapidity.

This sales force is divided into different departments---

- The business class of property.
- The residential class of property.
- The unimproved real estate.
- And the investors' department.

Thus, like every successful modern business, it is specialized---each man knows he knows. It means 100 per cent. service to all clients.

### Improved City Real Estate

While every department and every side of our business is always held up to the high-tension mark, it is in the city improved real estate field that we have worked the most remarkable results.

Within the past sixty days we have turned over Four Hundred Thousand Dollars' worth of business.

These figures mean something; no figure-head business, no fooling here. It means straight-from-the-shoulder business---honest, trustworthy service.

### An Unusually Attractive List of Values Ready

Just now we have ready for those interested in strictly attractive values, some splendid offers. This list is varied---it appeals strongly both to the seller and the buyer.

Let us get together with you---let us show you what we have to offer in choice property.

Also, we are exclusive selling agents for the beautiful West Hampton property---offering unexcelled building sites for particular buyers. Likewise, Mr. Williams gives special attention to Barton Heights property---a fine, well developed suburb.

If you have property that is not earning as much for you as it should, then let us get together on it. It will pay you.

*If you want to sell or  
rent real estate, see  
Vaughan & Williams*

**VAUGHAN & WILLIAMS,  
Tenth and Bank Streets.**

*If you want to buy or  
exchange real estate, see  
Vaughan & Williams*